QUALITY CONTROL
PROOFREADING SIGNOFF

DESCRIPTION _ADABO QUESTIONAIRE_

PROJECT CODE _SMKT-51_

AUTHOR _Doug Wilder_

DATE TO PROOFREADER	TO BE PROOFED BY	INITIAL	DATE
7/31	Anna	R	7/31
7/31	ANDREA	AJ	7/31
7/31	DOUG WILDER		

FINAL Q.C.

☐ **READY FOR PRINTER**

INPUT PRODUCTION WORK ORDER (Please fill out both sides)

DATE IN: July 26 1989 DATE DUE: _____ PROJECT CODE: SMKT-51

AUTHORIZED BY: KR Corll ☒ NEW ☐ REPEAT ☐ REPEAT W/CHANGE

WORK SPECIFICATIONS

DATE OF PRESENTATION: _____

Additional Information

- ☐ 35mm Slides _____
- ☐ Foils _____
- ☐ Exhibits _____
- ☒ Questionnaire _____
- ☐ Letter _____
- ☐ Business Card _____
- ☐ Note Paper _____
- ☐ Newsletter _____
- ☐ News Release _____
- ☐ Form _____
- ☐ Brochure _____
- ☐ Cover Design _____
- ☐ Other _____

Number of pages submitted _____ Text
_____ Graphics

SPECIAL INSTRUCTIONS

Return draft for review
TO DOUG/W./DC by
TUESDAY 8/1

PRINTING SPECIFICATIONS

Quantity/Slides/Foils _____
Quantity/Hard Copy _____
Paper Size 8½ x 11
Finished Size ____ x ____
Number of Pages _____
- ☐ Outside Printer
- ☐ Photocopy
- ☐ Single side
- ☐ Double side
- ☐ Three hole punch
- ☐ Velobind punch
- ☐ Trim to _____ x _____
- ☐ Binding _____
- ☐ Cover _____
- ☐ Paper Color _____
- ☐ Ink Color _____
- ☐ Copyright Paper
- ☐ Fold ☐ 1/2 fold ☐ 1/3 fold
- ☐ Pad
- ☐ Saddle Stitch
- ☐ Box
- ☐ Shrink Wrap
- ☐ Staple ☐ Corner ☐ 2 on side

MAILING SPECIFICATIONS

Envelope: ☐ No. 10 ☐ 9 x 12 ☐ 10 x 13 ☐ Reply Envelope Quantity _____
☐ First Class ☐ Bulk ☐ Address Labels (Zip Code Order)

Enclosures:
- ☐ Letter _____
- ☐ Questionnaire _____
- ☐ Newsletter _____
- ☐ News Release _____
- ☐ Form _____
- ☐ Brochure _____
- ☐ Business Reply Envelope _____
- ☐ Other _____

Distribution: Quantity
- ☐ Initial Mailing _____
- ☐ Shelf Stock _____
- ☐ NJ _____
- ☐ DC _____
- ☐ London _____
- ☐ Paris _____
- ☐ Japan _____

TOTAL _____

MAIL _____ COPIES DIRECTLY TO: _____
_____
_____
_____
_____

ADM 400/03 7/88

DOUGLAS R. WILDER
Manager,
Systems Integration Program

Andrea,

Please draft per our discussion and send to me for proofing. It will be reviewed at a committee meeting for changes which should be minimal.

I have asked ADAPSO to handle mailing and will also see if they will do reproduction

Thanks
Doug

(over)

I just converted the document
to word. I did not format
it at all

D.

SYSTEMS INTEGRATION MYTHS

This questionnaire is designed to collect the opinions of the ADAPSO Information Systems Integration Section membership regarding many of the major issues or "myths" regarding systems integration. The results of this survey will be presented in the session titled "Systems Integration Myths" at the October ADAPSO Meeting in Orlando, Florida.

Please provide the following information to help us summarize the study results:

Your organization is a:

	Check one
Hardware Vendor	_____
Software Vendor	_____
Professional Services Firm	_____
Aerospace Company	_____
Communication Company	_____
Facilities Management Firm	_____
Systems Integrator	
Other (Describe) _____	_____

Approximate Annual Corporate Revenue _____

Company Name (optional)_____

Your Name (optional) _____

Your Title (optional) _____

1

Please provide your responses to the following statements and questions. For each response circle the number that best expresses your opinion on a range of 1 to 5, with "1" representing Strongly Disagree and "5" representing Strongly Agree.

Strongly Disagree		Neutral		Strongly Agree
1	2	3	4	5

1. A systems integration project must have the following characteristics:

   a. A prime contractor who is totally responsible for the success of the contract — 1 2 3 4 5

   b. The prime contractor must be an outside vendor, not part of the internal information systems organization. — 1 2 3 4 5

   c. Be a fixed price contract — 1 2 3 4 5

   d. Provide a unique custom solution — 1 2 3 4 5

   e. Have a contract value over $1,000,000 — 1 2 3 4 5

2. To be defined as a systems integrator, a vendor must take prime contractor responsibility. — 1 2 3 4 5

3. To be a systems integrator, a vendor must have the following capabilities/products:

   a. Business consulting skills — 1 2 3 4 5

   b. System design and architecture skills — 1 2 3 4 5

   c. Program/project management skills — 1 2 3 4 5

   d. Vertical Industry knowledge — 1 2 3 4 5

   e. Hardware products — 1 2 3 4 5

   f. Software products — 1 2 3 4 5

   g. Software development skills — 1 2 3 4 5

   h. Facilities management & operations skills — 1 2 3 4 5

4. Systems integration is not a new concept, it's just changes in terms and conditions, pricing and assumption of risk and responsibility for success. — 1 2 3 4 5

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5. Commercial customers are buying SI because:

		Commercial	Federal
a.	They lack the technical skills	1 2 3 4 5	1 2 3 4 5
b.	They lack project/program management skills	1 2 3 4 5	1 2 3 4 5
c.	Integrators can do the job for less cost	1 2 3 4 5	1 2 3 4 5
d.	Integrators can do the job faster	1 2 3 4 5	1 2 3 4 5
e.	Integrators can be more responsive to project changes	1 2 3 4 5	1 2 3 4 5
f.	Integrators do not add to the permanent staff	1 2 3 4 5	1 2 3 4 5
g.	Other, please identify _____	1 2 3 4 5	1 2 3 4 5
	_____	1 2 3 4 5	1 2 3 4 5

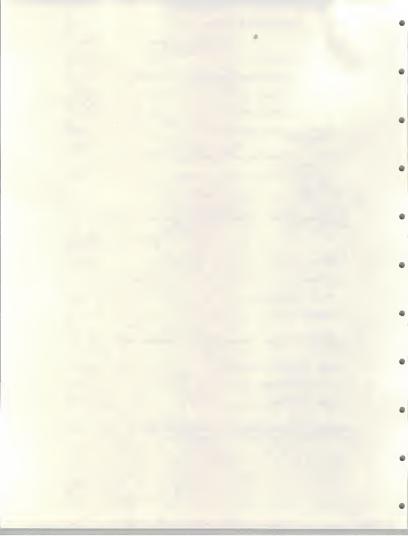6. The following customers/buyers understand what systems integration is and the benefits of using it.

		Understand What SI Is	Understand SI Benefits
a.	Federal	1 2 3 4 5	1 2 3 4 5
b.	Commercial	1 2 3 4 5	1 2 3 4 5
c.	State & Local Governments	1 2 3 4 5	1 2 3 4 5
d.	Colleges/Universities	1 2 3 4 5	1 2 3 4 5

7. The following customers/buyers believe that "Systems integration means loss of control"

a.	Information processing organizations	1 2 3 4 5
b.	Executive management	1 2 3 4 5
c.	End user management	1 2 3 4 5

8. Commercial customers are willing to turn over the development of "mission critical" applications to systems integrators.　　1 2 3 4 5

9. Most customers/buyers understand:

		Commercial	Government
a.	How to buy systems integration	1 2 3 4 5	1 2 3 4 5
b.	How to participate effectively in systems integration projects	1 2 3 4 5	1 2 3 4 5

10. Systems integration projects are successful when:

a.	Clients provide complete technical specifications	1 2 3 4 5
b.	Clients provide functional specifications only	1 2 3 4 5
c.	Clients establish project offices as interfaces to the integrator	1 2 3 4 5
d.	The vendor does the entire job without client involvement	1 2 3 4 5
e.	The vendor has a well disciplined project/program management system	1 2 3 4 5
f.	Other (Describe)_____	1 2 3 4 5
	_____	1 2 3 4 5

11. The major causes of systems integration failures are:

a.	Integrators do not understand the client's business	1 2 3 4 5
b.	Clients fail to provide an adequate specification	1 2 3 4 5
c.	Integrators bid and commit to jobs that have inadequate specifications and fail to seek timely clarification	1 2 3 4 5
d.	Integrators bid and commit to jobs that are beyond their resources and capabilities	1 2 3 4 5
e.	Clients ask for excessive functionality and "grand designs" without understanding the resources and commitment required to achieve them	1 2 3 4 5
f.	End users are not involved in the specification	1 2 3 4 5
g.	Clients do not remain involved in the implementation process	1 2 3 4 5
h.	Integrators do not have adequate project/program management systems	1 2 3 4 5
i.	Integrators do not have incentives for efficient performance as they are not responsible for day-to-day operations	1 2 3 4 5

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j. Other (Please describe) _____   1 2 3 4 5

_____   1 2 3 4 5

12. Small projects are more successful than large ones (including   1 2 3 4 5
"Grand Designs" as defined by Frank McDonough of GSA)

13. Federal systems integrators are not very successful in the   1 2 3 4 5
commercial market.

14. Commercial systems integrators are not very successful in the   1 2 3 4 5
federal market.

15. "Vendor hardware independence" is important to long term success   1 2 3 4 5
in the systems integration market.

16. Commercial customers, excluding state and local governments, generally:

a. Issue bid solicitations to all vendors   1 2 3 4 5

b. Issue bid solicitations only to a short list of preselected vendors   1 2 3 4 5

c. Don't issue bid solicitations   1 2 3 4 5

17. Commercial systems integration will:

a. Be increasingly accepted by commercial customers   1 2 3 4 5

b. Grow rapidly   1 2 3 4 5

18. Commercial systems projects, while relatively small today, will   1 2 3 4 5
become much larger as SI customers become more comfortable
with the concept.

19. Systems integrations customers/clients can be as successful as vendors   1 2 3 4 5
in managing the integration of large complex systems.

20. Systems operations/facilities management will experience significant   1 2 3 4 5
growth as buyers include them as natural components of, or follow-on
to, systems integration projects.

21. Downsizing of large scale systems integration programs to a number   1 2 3 4 5
of smaller discrete projects is an effective way of lowering the risk
of failure.

5

22. If you believe that there are important "myths" that aren't covered in this questionnaire please add up to three in the spaces below and rate your agreement or disagreement with them.

1. _____ 1 2 3 4 5

_____

2. _____ 1 2 3 4 5

_____

3. _____ 1 2 3 4 5

_____

23. Please identify what you believe will be the three most important developments in systems integration over the next five years.

1. _____

_____

2. _____

_____

3. _____

_____

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        Hardware vendor   _____
        Software Vendor   _____
        Professional Services Firm   _____
        Aerospace company   _____
        Communication Company   _____
        Facilities Management Firm   _____
        Systems Integrator
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Approximate Annual Corporate Revenue _____
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Please provide your responses to the following statements and questions. For each response circle the number that best expresses your opinion on a range of 1 to 5, with "1" representing Strongly Disagree an "5" representing Strongly Agree.

        Strongly   Neutral   Strongly
        Disagree   Agree

           1   2   3   4   5

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       for the success of the contract

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       vendor, not the internal information
       systems organization.

    c. Be a fixed price contract   1 2 3 4 5

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   prime contractor responsibility.
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   following capabilities/products:

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4. Systems integration is not a new concept,   1 2 3 4 5
   it's just changes in terms and conditions,
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5. Commercial customers are buying SI because:

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d. Integrators can do the job faster	1 2 3 4 5	1 2 3 4 5
e. Integrators can be more responsive to project changes	1 2 3 4 5	1 2 3 4 5
f. Integrators do not add to the permanent staff.	1 2 3 4 5	1 2 3 4 5
g. Other, please identify _____	1 2 3 4 5	1 2 3 4 5
_____	1 2 3 4 5	1 2 3 4 5

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       beyond their resources and capabilities.

    e. Clients ask for excessive functionality and 1 2 3 4 5
       "grand designs" without understanding the
       resources and commitment required to achieve them.

    f. End users are not involved in the   1 2 3 4 5
       specification

    g. Clients do not remain involved in the   1 2 3 4 5
       implementation process.

    h. Integrators do not have adequate   1 2 3 4 5
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       efficient performance as they are not
       responsible for day-to-day operations

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    _____ 1 2 3 4 5

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    2. _____   1 2 3 4 5

    3. _____   1 2 3 4 5

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important developments in systems integration over the next
five years.

    1. _____

    2. _____

    3. _____

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